

PRESS RELEASE

Paris

April 14th, 2020

JVS management team closes a new majority OBO alongside Parquest Capital and Bpifrance

With this tertiary OBO, JVS management team, led by Nebojsa Jankovic (CEO), increases its ownership stake in the group. This operation brings on board Parquest Capital alongside Bpifrance (returning stakeholder) as minority financial investors.

This new OBO is in keeping with JVS' shareholding history, as a group where the management team has been holding a majority stake since 2008. Through this operation, Parquest Capital becomes a minority shareholder (alongside Bpifrance), aiming at providing the management team with means to (i) implement its development strategy – leveraging both organic and external growth – and (ii) enrich the group's portfolio of offering.

Founded in 1983 in Châlons-en-Champagne (France), JVS operates as a management software editor for town halls and local public authorities. JVS software suites are designed to address the respective needs of internal administrative functions as well as citizen relationship management (CRM). In 2019, the group generated revenue of approximately €30m and employed more than 300 people.

JVS aims at strengthening its leadership position in a growing market – driven by the digitisation of processes and customer relations. The key development levers for the next few years are the deployment of its SaaS solutions and the expansion of its CRM offering. The group is also set to accelerate its build-up strategy. As a matter of fact, over the last year, JVS successfully completed three acquisitions (START ABI, Sistec et Be Attractive). START ABI allows JVS to extend its geographical footprint (in western France) while Sistec and Be Attractive contribute to broaden JVS offering (esp. GRC and childcare). Building on its know-how and with the support of Parquest and Bpifrance, JVS will aim for more structuring acquisitions, for which targets have already been identified.

About JVS:



For more information: <https://www.groupe-jvs.fr/>

About Parquest Capital:

Created in 2002, Parquest Capital is an independent investment firm with a well-established franchise on the French mid-market segment. Since its inception in 2002, Parquest Capital has completed 28 operations with a philosophy of supporting management teams in delivering ambitious growth projects. Parquest Capital recently successfully raised its second fund since its independence from ING group in 2014, for a total of €310m raised.

PARQUEST CAPITAL ●●● For more information: www.parquest.fr

About Bpifrance:

Bpifrance's equity investments are operated by Bpifrance Investissement. Bpifrance finances companies (at each and every growth stages) with debt, securities and equity. Bpifrance helps them carry out their innovation projects and their international development. From now on, Bpifrance also insures their export activity thanks to a wide array of products. Bpifrance's offer to entrepreneurs is also composed of advisory, university, networking and growth acceleration programs to start-ups and SMEs. With Bpifrance and its 48 regional offices, entrepreneurs benefit from a local, unique and efficient partner to help them face every challenge.

bpifrance**** For more information: www.Bpifrance.fr
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Acquirors:

Parquest Capital (Pierre Decré, Guillaume Brian, Camille Coutelet, Marion Mazzariol)

Bpifrance (Olivier Fosse)

Management team legal advisor: Keels (Laurent Partouche, Mathilde Le Roy)

Parquest Capital legal advisor and due diligence: Goodwin (Thomas Maitrejean, Mathieu Terrisse, Hind Badreddine, Adrien Paturaud, Benjamin Filiatre)

Structuring legal advisor: Bali Courquin Jolly Picard (Sylvain Picard)

Financial due diligence: Grant Thornton (Emmanuel Riou, Clément Jacques)

Strategic due diligence: Advention Business Partners (Alban Neveux)

Fiscal due diligence: MB Avocats (Laurent Mamou)

IT due diligence: Make It Work (Frédéric Thomas)

Sellers:

Apax (Isabelle Hermetet)

Bpifrance (Olivier Fosse)

UI Gestion (Fabien Patillaud)

Sell-side M&A: Oaklins (Eric Félix-Faure, Véronique Roth, Marie-Astrid Bourquin)

Sell-side legal advisor: GDA Avocats (Michaël Lévi, Sarah Mobtahij)

Sell-side financial due diligence: Oderis (Aurélien Vion, Eddy Chagué, Antoine Hugé)

Debt:

Bank pool led by Crédit Agricole Nord Est (Hervé Guidat)

Bpifrance (Stéphane Romang, David Cristea)

Structuring and legal advisor: Bignon Lebray (Serge Rastorgoueff)

Press contacts:

JVS:

Jessy Loriaux
communication@jvs.fr

Parquest Capital:

Capmot
Jean-Philippe Mocci
+ 33 (0)1 81 70 96 33 | + 33 (0)6 71 91 18 83
jpmocci@capmot.com

Bpifrance:

Laure Schlagdenhauffen
+ 33 (0)1 41 79 85 28
laure.schlagdenhauffen@bpifrance.fr